

pest

The independent UK pest management magazine

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Issue 15
May & June 2011

Missed PestEx?
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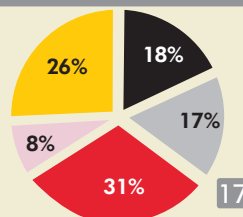
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to learn?



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First ever UK industry
survey results revealed



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Barrettine won in 2010
who's in line this time?



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As the industry's only independent magazine, **Pest** aims to deliver a mix of unbiased news, impartial advice and topical technical features. We are committed to being as inclusive as possible covering every sector of the pest management industry.

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Rodents and wasps come top in pest poll!

Well who'd have thought it! Rodent control work remains the mainstay for pest controllers whether they are self-employed, in a private pest control company or working in a local authority. And, guess what? Wasp work comes in at number three, after those rats and mice.

Perhaps these findings are no surprise, but for the first time we have had our 'gut feel' confirmed in a nationwide survey organised by BASF Pest Control Solutions and ourselves at **Pest**. More surprising, given all the doom and gloom we hear, the mood of the industry is very positive, especially in the private sector. Less surprisingly those in local authorities are feeling more insecure. Take a look at the full report which starts on page 17.

The optimistic mood was in evidence at PestEx in April with the official attendance figures showing a 33% increase on 2009's event. This increasingly important international event attracted visitors and exhibitors from across the globe and is reviewed on page 8.

We hope readers will also be interested in our feature on training, page 11 onwards. With many businesses looking to grow, and no doubt some in local authorities planning to set-up on their own, it's a very timely piece. Enjoy the read.

Frances McKim

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Award winner – SX Environmental

At a prestigious MITIE suppliers' forum and awards event held in March, SX Environmental was very proud to be awarded the winner in the Thinking, Managing & Delivering category. With over 60,000 members of staff and a turnover of £1.7 billion it comes as no surprise to learn that MITIE has thousands of suppliers. So, well done SX. Not only does SX supply MITIE with its pest control products, SX also holds and distributes all the day-to-day items required by MITIE's pest technicians.

Receiving this award now is great for SX, as this year sees the 15th anniversary of the launch of the company by founder Richard Lunn.



First Level 2 Certificates awarded

A lunch was held on 17 March at the Royal Society for Public Health's (RSPH) events venue in Portland Place, London to recognise the awarding of certificates to the first batch of candidates to have successfully completed the new style RSPH Level 2 Certificate in Pest Management.

Hosted by RSPH and Killgerm, the nine candidates to receive their certificates were trained by Killgerm, who are registered with the RSPH to deliver this pest management qualification.

The Level 2 Certificate in Pest Management was changed last summer and for the first time covers practical skills as well as theory. (See page 11 of this issue for further details.)



Killgerm's Jonathan Peck (middle), with RSPH's Professor Richard Parish (left) and Dr Chris Suter

Paragon Professional Products sold to Killgerm

On 12 April it was announced that Ossett-based Killgerm Chemicals had acquired the pest control distribution business of Riwa Limited, which traded as Paragon Professional Products.

The Paragon distribution business has something of a complicated history – having been born out of the ownership by US-based servicing company, Terminix. To supply its band of pest control technicians, not only in the UK but also across Europe, Terminix effectively set-up their own supply network which they later extended to offer supplies to other customers. In 2001 when Ecolab bought Terminix, a management buy-out, led by Dr Peter Cottey, acquired the distribution business which then became Paragon Professional Products. However, the supply of products to the servicing operation, now Ecolab, continued. To this day, the Ecolab off-take accounts for roughly half of the Paragon distribution business.

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Pest control on TV

The subjects for TV programmes have a habit of going in phases – but pest control certainly seems ever popular.

The latest offering was a one-hour special on C4 fronted by Sarah Beeney, right, of *My House is Falling Down* fame and broadcast on 18 April. Problems with rats, bedbugs and clothes moths in domestic situations were featured.

Pest control experts Jim England of Protex Pest Control, Paul Bates of CLEANKILL and Mark Astley of Trust K9 tackled the pest problems with Professor Moray Anderson staring as the technical expert.



BPCA moves

On 9 May the British Pest Control Association (BPCA) opened for business in their new offices. Still in Derby, BPCA purchased the land on Pride Park, a new development of purpose-built offices on the former home of Derby's railway industry. The premises will be BPCA's headquarters and also the hub of their training programme. The offices are built over two floors and feature a training room, kitchen and break-out space downstairs. Upstairs there are the BPCA offices, reception and more meeting space. There is plenty of parking nearby and the station is close by.

Simon Forrester, BPCA chief executive said: "The staff has really pulled together to help design the new office space, liaise with contractors over every aspect of the build, and of course more recently, pack and unpack everything we own. We closed the old office on Friday 6 May, and we were back up and running on the following Monday."

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The new address is: BPCA, 4A Mallard Way, Pride Park, Derby DE24 8GX. The telephone number remains unchanged.

Libya affects Rentokil results

Profits at Rentokil Initial for the first quarter of their trading year are down by two-thirds following a £4.8m write-off of income after suspension of its pest control activities in Libya and the recalling of their staff at the end of February. With Libya excluded, revenue within the pest control business rose by 1.1%. In the UK pest control showed a 5.1% growth in revenue.

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Canadian study suggests bedbugs transmit disease

On 11 May the Center for Disease Control and Prevention in the USA published the results of a peer-reviewed study that suggests bedbugs may be involved in disease transmission. The study, conducted in an impoverished community in Vancouver, Canada, tested a small sample (five) of bedbugs collected from three patients who were hospitalised for unstated causes. One of the study's authors said that even though this was a small study, it suggests that bedbugs may be playing a role in the transmission of MRSA in inner city populations where bedbug infestations are a problem.

The National Pest Management Association (NPMA) has reviewed the report and found that it leaves many questions unanswered. Not wishing to inflame the situation, NPMA is recommending the industry refrains from comment and has issued a statement for use by members. This can be found on the *Pest* website in 'News'.

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New rodenticide usage restrictions circulated

On 6 April the Chemicals Regulation Directorate (CRD) released for consultation its proposals for the future usage of rodenticide bait products. These covered restricting products for professional use only, pack sizes, the use of tamper resistant bait boxes and bait box servicing intervals.

Full details can be seen on the *Pest* website in 'News'. The consultation period has now ended. If adopted, the most radical proposals for professional pest controllers are that campaigns with anticoagulant bait are to last no longer than 35 days and that there should be no permanent baiting.

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New appointments

Robert Eardley joins Barretine

Robert (Rob) Eardley joins Barretine Environmental Health as its new technical sales manager for the Midlands and North. Rob comes with previous pest control experience having worked in the private sector and, more recently, as senior pest control officer at Coventry City Council.



Bayer appoints Claire Matthewman

Claire Matthewman has joined the Bayer Environmental Science team as product manager. Claire will be responsible for marketing relating to the professional pest control business for UK and Ireland. Claire comes to Bayer with a wealth of marketing experience and fresh ideas having previously worked outside the industry.



Kathleen Carter moves to SX Environmental

Has spent 15 years in pest control, initially with Insect-O-Cutor, then a private pest control company and most recently with Paragon, Kathleen Carter has joined SX Environmental to look after customer service.



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Government threat to professional standards

If you heard that the government was to introduce a regulation that you must have a certificate of competence before buying a car but that it would, from now on, be OK to drive it away without passing a test or having a license, you'd think the world had gone mad!

Well unless industry's lobbying bears fruit, that's exactly what's on the cards for the Sustainable Use Directive (SUD) and, as what happens in crop protection, happens in biocides a few years later, our industry is under threat too. No wonder the session at PestEx on SUD and the Biocidal Products Directive (BPD) attracted a crowd.

So what's going on? For all the best reasons, the new government decided that future EU Directives will be simply copied-out into UK law with no gold-plating. A good idea but... that's how the farce began.

As Dr Anne Buckenham from the Crop Protection Association explained at PestEx: "When we realised that copy-out will mean the existing certification requirements for

users and advisers will go and that the only statutory requirement will be for the person who buys a pesticide to hold a certificate, the whole industry was horrified."

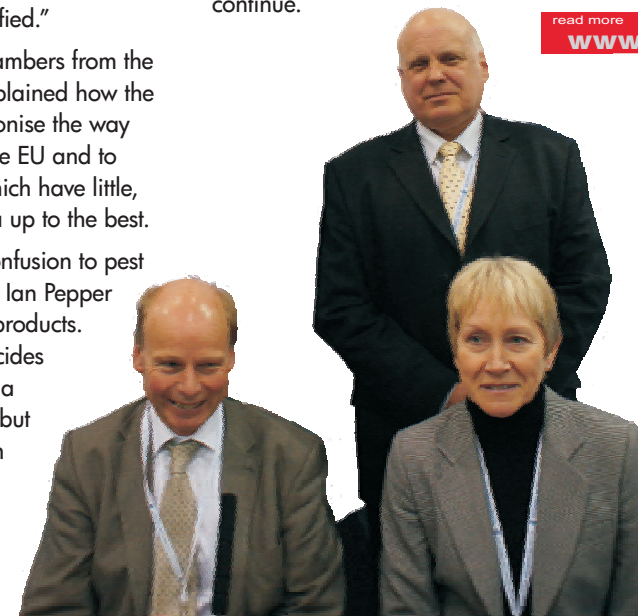
In the same session Paul Chambers from the National Farmers' Union explained how the SUD was supposed to harmonise the way pesticides are used across the EU and to gradually bring countries which have little, or no, regulation in this area up to the best.

All this uncertainty brings confusion to pest control, particularly for what Ian Pepper described as the cross-over products. These are things like rodenticides which, when used to protect a crop will be under the SUD, but when used in a public health and hygiene context, even if that is on a farm, come under the BPD legislation.

Since PestEx the crop protection industry has continued to lobby hard. If this is successful, the public

health pest control sector will be a step closer to a legal requirement for user and adviser certification. If it fails then the *status quo*, where any Tom, Dick or Harriet can set up as a professional pest controller with no qualifications at all, an anomaly which the industry had hoped would be removed by a biocidal products SUD, will in all likelihood continue.

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Seated, Paul Chambers and Dr Anne Buckenham with independent consultant Ian Pepper

KNOW YOUR ACTIVES: PYRIPROXYFEN

The Insect Growth Regulator

What does it do?

Pyriproxyfen is a potent IGR which interrupts or modifies normal insect development. Contact with products containing pyriproxyfen results in sterile adults or sexually immature stages. The adult pest population becomes biologically static and the immature stages will die. Where the pest demonstrates a 'complete' life cycle (egg, larva, pupa and adult) such as found in flies, mosquitoes and fleas, pyriproxyfen acts as a larvicide or pupicide preventing adult emergence. For insects exhibiting an 'incomplete' life cycle such as bedbugs and cockroaches (egg, nymph, nymph etc. to adult) then pyriproxyfen prevents moulting, leading to deformities and death, and also sterilizes the adult pest population. Even developing or newly laid eggs can be made infertile by contact with pyriproxyfen.

How does it work?

The IGR pyriproxyfen is a *phenyl ether*, an odourless waxy solid which is an extremely potent juvenile hormone analogue (JHA) or 'Juvenoid'. Growth, moulting and the development of adult insect characteristics are under the control of a balanced system of hormones. Brain cells control the release of the hormone ecdysone, which provokes moulting, and during the early instars the insect brain secretes an additional chemical called a juvenile hormone. The delicate balance of these two antagonistic hormones controls moulting, and therefore instar change and growth. Pyriproxyfen is a mimic of the juvenile hormone found within the insect's body, and by 'replacing' this natural chemical pyriproxyfen inhibits the normal development cycle.

Why use pyriproxyfen?

Pyriproxyfen has a different mode of action to any of the conventional pest control active substances such as carbamates or synthetic pyrethroids, and will kill insects that may be resistant to these other classes of insecticides. Resistance to carbamates and pyrethroids is becoming increasingly common and pyriproxyfen provides a very long control period once it has taken effect therefore cutting down on call-backs as well as greatly extending the overall control period saving time, money, business reputation and worry.

How to achieve effective control?

The use of pesticide formulations containing 'singleton' active materials is a very dangerous pest control strategy. Such pesticide formulations have the capacity to rapidly stimulate insecticide resistance to not only that particular pesticide, but also to other chemicals within the same 'class'. As such, the effectiveness of formulations can be greatly enhanced by combining pyriproxyfen with a rapid acting conventional killing agent such as alpha-cypermethrin.

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BPCA chief executive Simon Forrester and eagle owl on the BPCA stand. PestEx is all about knowledge and knowledge transfer, so an owl was very appropriate



PestEx 2011

A great success, say visitors and exhibitors

PestEx 2011 was a buzzing event with plenty for visitors to see and discuss in the exhibition and lots of opportunities to participate in the debates held in the business theatre. The verdict from all who attended was that it was time well spent. Organisers BPCA are to be congratulated on a thoroughly well run event.

So if you didn't make it this year, what did you miss?

Interestingly, in the exhibition bedbugs were not as omnipresent as they have been in the past. On the up however, were digital recording and monitoring systems; indicative surely of the way the industry is beginning to go. Also noticeable were manufacturers, notably Russell and Agropharm who's stands were sporting smart brand new ranges of retail pest control products. Retail may not be popular with professional pest controllers but these companies clearly see business opportunities in the growing DIY market.

Visitor numbers were up on the event two years ago. The official figures recorded 1,632 visitors in 2011, a third more than 2009. In addition, there were 279 registered exhibitor staff, which is about the same as in 2009.

More international than ever

Manning the **Pest** stand it was noticeable that the number of visitors from overseas had increased. Many of these were from the pest control trade – manufacturers meeting distributors, or distributors there to spy out new products to add to their ranges.

Just like the visitors, the exhibitors were also more international. In total there were 70 exhibitors and more than a third of these were from overseas. A good 20% were also first time exhibitors, which is surely a good indicator of the health and innovativeness of the industry. Ana Francisco from Plasdiversity Lda in Portugal summed it up well: "Against a backdrop of economic crisis this event is becoming a worldwide meeting point for the pest control industry."

However PestEx isn't just an international trade event. Practical pest controllers and managers from the UK were also in evidence. Danny Thatcher and Brian Redpath are regular visitors and they both felt



The SUD & BPD event was well attended – pest controllers were keen to find out what changes are being made to the regulations, see page 7



Helen Riby and George Chancellor field questions during the Taking the Pulse of UK Pest Control seminar



Who's in the Killgerm mouse suit?



A hole in one! BASF ran a crazy rat competition



The only good rat is a stuffed rat!



Plenty to see and lots to discuss during PestEx 2011

that the event was well worth a visit: "To see all the new products and to catch up with everyone we haven't seen for a while."

New customers magazine – alexo

Whilst the exhibition is the central focus for PestEx there were plenty of other events going on. BPCA took the opportunity to launch its new customer-focused magazine, *alexo*. You would have needed to be walking round the exhibition blindfolded not to see the *alexo* issue zero cover of two young boxers and the headline 'Size doesn't matter' around the BPCA lounge area.

In general people at PestEx seemed rather confused about why there was to be another BPCA magazine. Had they had time to go to the presentation they would have got a better idea of what the new publication is about and why it's so important that the pest control servicing industry gets behind it.

This magazine isn't meant to be read by pest controllers, it's meant for their customers – the people with the responsibility for placing pest control contracts. The plan is to send it out to at least 5,000 contacts, twice a year starting with issue 1 in June 2011.

Winners at PestEx

A number of exhibitors held competitions and Russell IPM sold raffle tickets in aid of their chosen charity Leukaemia & Lymphoma Research.

Here are the details of the winners we know of. The bottle of bubbly

from the Industrial Pesticides draw was won by Mark Tilley of A 2 Z pest control in Axbridge. The winner of the iPod Touch in the BASF Crazy Rat Putting challenge was Ross Graham of Graham Pest Control in Blairgowrie. Meanwhile Russell report that they raised a fantastic £1,000 during PestEx and that the company will match this, so that's £2,000 winging its way to the charity. If you would like to contribute to Russell's charity fund-raising effort go to www.justgiving.com/russellipm.

One delegate summed up the event well. "I always attend because of the quality of the people – almost everyone who's anyone is there!"



Industry leaders take a break. From left: Killgerm's Jonathan Peck, the American association's Rob Lederer and BPCA's Simon Forrester



Danny Thatcher (left) and Brian Redpath are regular PestEx visitors. They are already looking forward to next time



Where the devil are those pesky bedbugs?



Pest editors were ready for a rest!



It's a baby barn owl stupid!

Is it twitter, tweet, blog or buzz?

Does your heart sink when someone asks you if you have tweeted today? In your private life, social media might not be your thing, but advancing it is and Rentokil is leading the way in embracing this new technology.

Summer is a busy time for Rentokil technicians but research showed that lots of potential customers didn't realise that Rentokil treat wasps' nests. "People see the 'r' and the 'kill' in our name, and come up with rat-catcher, which is only one of the services we offer," says Alicia Holbrook, social media manager for Rentokil. "That's why in 2010 we came up with the UKWaspWatch idea."

But UKWaspWatch is not only about promoting awareness but also to build-up a map of wasp activity in Britain and to educate people how they can avoid wasps and what to do if stung.

Already some interesting figures have emerged. The wasp season has started early this year, thanks to an unseasonably warm

early spring. This has meant that the queens emerged from their overwintering places earlier and wasp nest building began.

The average size of a wasp's nest Rentokil treat is the size and a half of a football. A wasp's nest can be as big as four feet by the end of the summer. The size depends largely on the proximity of nest building material.

Wasp sightings can be recorded by visiting www.ukwaspwatch.co.uk with the severity rated from one to 10. Or a tweet can be sent to @ukwaspwatch – by providing the post code the sighting will be automatically recorded on the map.

At the end of the wasp season Rentokil will be able to report which parts of Britain have been plagued by wasps the most.

Rentokil is keen

that professional pest controllers also contribute their nest findings and add them to the map. This information will be valuable to field biologists and entomologists

Promoting UKWaspWatch

Social media specialist and ex-motorbike journalist, Glenn Le Santo, will be travelling the length and breadth of Britain in his eco-friendly Toyota IQ car promoting UKWaspWatch. Already he has been stopping traffic and receiving curious gazes with the images of sci-fi sized wasps on the rear of the car.



Learning the ropes

What options are out there?

In difficult times companies batten down the hatches, cutting costs on 'non-essential' items. In effect, a 'double whammy' with staff training postponed and an embargo on recruitment – both lead to fewer candidates for training. Is this really the case? To find out Pest invited Richard Strand of the Pest Information Consultancy to investigate. Richard is ideally qualified to comment. He was the director of BPCA and heavily involved in training for many years and is now an independent trainer and RSPH examiner.

On the face of it, the predicted bleak outlook for training doesn't seem to have come to pass. The Royal Society for Public Health (RSPH) reports a healthy 1,142 candidates for the Level 2 Award in Pest Control in 2010 – almost double the figure of 647 for 2007, the year before the financial crisis hit. Is this one single statistic representative, or is there a lot more going on than meets the eye? This article will attempt to give a snapshot of the range and styles of training available to the industry in 2011 and, perhaps, dare a prediction as to where the demand for training may be heading in years to come.

The RSPH examination figures certainly offer a reflection on mainstream training – training for candidates who want to become full-time pest controllers. In this arena, providers such as the British Pest Control Association (BPCA), Barretine Environmental Health, Killgerm Chemicals and SX Environmental provide the bulk of the training. Between them they offer a variety of locations throughout the UK and a variety of course formats. In addition, some of the larger servicing companies such as Rentokil Initial and Ecolab continue to undertake their own in-house training, even though they



Practical people such as pest controllers, often learn best by 'touching, holding, trying out or using', say educationalists



A picture of concentration! Classroom sessions are an important part of the training needed before taking the RSPH/BPCA Level 2 examination

too now work towards the BPCA/RSPH Level 2, which in the last five years has become the industry standard qualification.

All of these training suppliers confirm that training levels are holding up and that there is no problem in running courses. That said, perhaps the days of laying on additional courses to meet over-demand have passed, at least for the time being.

More self-funded candidates

Whilst candidates from established pest control businesses continue to be the mainstay, two of the training suppliers observed an increase in the number of independent candidates either using their own funds, or redundancy payouts, in search of a career change, or who have been sponsored by a career agency.

As might be expected, with the current government focus on savings within the public sector, the proportion of local authority candidates has fallen. Simon Forrester, chief executive of BPCA explains: "There is still significant representation from local authorities on BPCA courses. However, candidates tend to be personnel being asked to take on pest control in addition to their existing duties (for example 'dog wardens') as the cuts bite."

Wide range of formats on offer

Training providers offer a range of different training formats and venues for their courses. Good news for employers as a format that suits one may not suit another. BPCA continues to offer the traditional five-day residential course, as does Barretine, who now organise the well-established residential course at Bicton College in Devon. The National Pest Technicians Association (NPTA) will be entering the market in June with the first of their five-day courses in Nottingham.

For the employer, these courses hold the benefit that training is condensed into a short period with a minimum amount of lost 'on the road' time and involve only one return journey – so a

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saving of travel costs. Another advantage of the five-day model is the 'retreat' nature of a residential course. For that one week the candidate is cut-off from everything else that goes on in life and is totally surrounded by, and immersed in, 'pest control'. It is the kind of environment where you make career-long contacts.

There is, of course, a downside to the five-day format – the principal being the time constraint. Is five days really long enough to cover the syllabus? As regulatory and technological demands continue to increase, even an intensive five days seems like trying to 'force a quart into a pint pot'. It is also hard work for candidates. Most of the students are unused to cramming facts and there are many delivered over a short space of time. BPCA has addressed this by providing students with an initial online training module, to be completed before the course starts.

A modular approach

Killgerm has gone down the route of modularisation. The course is spread over a number of weeks: vertebrates one week, invertebrates the next etc. This method overcomes the 'five-day' constraint. As a subject increases in complexity or importance, an additional half or full day can be added without a compensatory cut elsewhere in the syllabus. Modularisation also gives candidates time to assimilate the wealth of information coming their way, in digestible, bite-sized chunks. From an employer's point of view, their employee is not lost to them for the duration of the course. The opportunity remains to build a skeleton programme and to schedule call-outs during the two or three days of a training week when the candidate is not in Ossett or in Sutton.

BPCA has, in the past, offered modular training as an alternative to its five-day option and is planning to launch a modular option again later this year.

SX Environmental offers a day-by-day option – one day a week over a number of weeks. This format goes back to the early days of RSPH training in the early 1980s when courses at colleges in London, Birmingham and Manchester offered this approach. The format has all the advantages of the modular course but, unless you live within commuting distance, the time and cost of travel is an issue. However, SX's courses benefit from a central London venue, a reasonable daily commute for the many pest controllers located within the M25 ring. Again this format gives the candidate time to assimilate the information. Trevor Green of SX says: "The one day a week option means our students have plenty of time to get to grips with one part of the syllabus before moving on to another. There's a lot to learn!"

But, does it work?

These 'induction' courses are good at imparting knowledge, and they fit well with the traditional written examination that the industry is used to – the BPCA/RSPH Level 2 Award in Pest Management. Whether current training matches the learning preferences of candidates, or turns out competent working pest controllers, is another matter. Classroom training alone equips a candidate to be a pest controller as much as the theory module of the driving test measures a person's ability to drive!

Simon Forrester also noted: "With so many past BPCA/RSPH exam papers now in the public domain there is a temptation for students to try and spot questions rather than to understand pest control – a worrying trend which we are working with RSPH to address."

Doing it online

Although it is a technique that has been around for many years, a relatively new innovation for pest control has been online training.

British Pest Control Association

Training Dates

General Pest Control Course

An intensive five day residential course which introduces the basic principles of public health pest for those new or already working within the industry.
4-9 September (Coventry)
11-16 December (Coventry)

Pest Control Awareness for Administrators

13 September (Newbury)

5 Day Fumigation Course

16-20 May (Derby)

Heat Treatment Technicians Course

24-26 May (Derby)

Urban Bird Control & Management

16-17 November (Derby)

Safe and Effective Use of Air Rifles for Urban Bird Control

17 September (Crewe)
5 October (Bisley)
30 November (Crewe)

Stored Product Inspection & Control

25 May (Derby)
11 October (Newbury)

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Online Learning

As an alternative to the General Pest Control course, an online learning package is available that provides the same range of topics in a modular system. This allows users to go through the learning at their own pace and at the times that suit them.



Modules:

- Principles
- Birds
- Insects
- Mammals
- Rodents

Non-Member price: £500.00 + V.A.T.
Members price: £300.00 + V.A.T.
Individual Modules: £100.00 + V.A.T.

How people learn

Different people process information in different ways. Educationalists have identified three approaches:

- Visual – a preference for observing pictures, diagrams, displays, videos etc;
- Auditory – by listening to sounds, primarily but not exclusively, the spoken word;
- Kinaesthetic – by touching, holding, trying out and using.

Conventional training courses tend towards 'auditory' with an element of 'visual' (does 'death by PowerPoint' count as 'visual'?) and just a little of the 'kinaesthetic'.

Yet educationalists have also shown that, whilst university students are good at learning via the auditory route, practical people such as pest controllers, fare best kinaesthetically, followed by visually and are least inspired by auditory teaching methods. Food for thought!

This is ideal for candidates in outlying parts of the country where one-day and modular training is not practical and even an 'all-in-one' course is a logistic problem.

It is also ideal for someone who has the support of a supervisor at work, who can act as a mentor. Computer based training overcomes students' difficulties in absorbing facts. Using both the 'auditory' and 'visual' learning processes (see the How we learn panel above), students then have the opportunity to try newly learned techniques out, under the supervision of their mentors, before moving on to the next subject – so it exploits the 'kinaesthetic' channel too.

"Students are free to go at their own pace," observes Tammy Pratt of BPCA, who oversees the BPCA's online learning programmes: "There's a massive variation in the time that one candidate takes to complete the course in comparison with another. Some will go through it very quickly (six to seven weeks) whilst others will buy the course, module by module, and complete them at their leisure. The modules provide 70 - 80 notional learning hours which complement classroom study. We've found that those candidates who go through online learning before attending our General Pest Control course tend to do better. It also works very well for candidates who can't spare the time to attend day-long courses."

The benefits of this approach are borne out by its popularity. BPCA reports some 250 registrations a year with approximately 100 candidates on the scheme at any one time.

But what about practical pest control skills?

To its credit our industry is beginning to turn its attention to placing far more emphasis on the practical aspects of training with the introduction of the new BPCA/RSPH Certificate in Pest Management. The importance of this cannot be underestimated. It is a target that was repeatedly emphasised at the recent seminar on pest control training at PestEx. During the seminar both questioners from the floor and representatives on the expert panel came back time and again to the need for the 'acquisition of skills' rather than just the 'acquisition of knowledge'. "Bricklayers need to learn to lay bricks, not know that the Egyptians added straw to bricks to make them stronger," was certainly the take-home message.

Already both BPCA and Killgerm have launched courses containing a strong practical element. Killgerm has developed a practical suite at Ossett, whilst BPCA has developed a portable scenario that can



When it comes to how you learn, does death by PowerPoint really count as a visual way of learning?

be taken from venue to venue. BPCA's 'kit' was unveiled at PestEx.

SX already makes use of a practical site with an active infestation of both rats and mice, for their rodent control training. The Church Farm Training Centre near Basingstoke boasts a kitchen, bedroom, loft and warehouse where students can observe both rats and mice in a real environment. SX is working on its own plans to deliver the 'Certificate'.

...extending your skills

There are plenty of other training options available:

- Industry specialisms (fumigation, bird control techniques, heat treatment, insect identification, aspects of health and safety etc);
- Specific pest management techniques, these are run by non-commercial staff and often in-house: for example on rodent control in agriculture, rabbit, mole or grey squirrel control;
- Appreciation of aspects of pest management for support staff, or to help clients appreciate the nature of their pest problems and solutions proposed. For example receptionist awareness training and pest control appreciation courses for clients;
- Refresher, new product and updating training to assure continuous professional development;
- Business oriented training (Pricing for Profit courses run by BPCA and, more recently, BASF and Killgerm's Pest Controllers Academy).

All of the training providers offering 'new entrant' training also offer a range of support courses. They are joined by others such as Pest-Ventures which provides cutting edge technical content alongside opportunities to debate industry issues and to network. Then there are organisations that do not have a mainstream pest control background. Lantra Awards, for example, offers a range of courses via a network of some 300 colleges and independent training providers, in their 'land skills' package. Lantra's target market is primarily rural consisting of farm employees called on to deal with pest problems on their employers' land, local authority parks and gardens staff, rabbit and mole trappers. Julie Murphy, head of quality and services, stresses the need for good training: ▶▶▶



Manufacturers and distributors offer training on new products and also support best practice training initiatives

"It is always important that individuals receive quality training when working with poisonous materials, such as those used in pest control. I think that over the coming years it will be more and more essential that people undertake this training to ensure they are complying with legislation. Training is vital to business success, and I can't see that changing."

The National Proficiency Tests Council (NPTC) also offers a range of agriculturally-oriented pest control and pesticide qualifications, again offered by agricultural colleges and training providers.

Training from manufacturers & distributors

Manufacturers and distributors offer training on new products. This is vital as, although (with one exception) legislators are largely silent on pest control training (surprising since we apply hazardous chemicals in situations where people eat, sleep, live and work), the one exception, the Control of Pesticides Regulations, 1986 requires users of professional biocides to be 'adequately trained and competent' in their application.

Manufacturers and distributors see this training as a part of their product stewardship obligations. A good example in recent years has been the emphasis placed on reducing the impact of rodenticides on wildlife through the Wildlife Aware training and accreditation offered by the Campaign for Responsible Rodenticide Use (CRRU). Dr Alan Buckle, chairman of CRRU says: "It is an unfortunate fact that some of our most important wildlife species, such as barn owls and red kites, are contaminated with anticoagulant rodenticides. CRRU was set up to tell people about this and explain how to avoid it."

Another example, and one where legislators have intervened, is the tightening up of training (and the soon to be introduced requirement for certification) of users of metallic phosphides for vertebrate control. Of course, magnesium and aluminium phosphide users for insect control are already required to be certificated through the fumigation certification scheme.

David Cross, chairman of the Register & Accreditation of Metallic Phosphide Schemes (RAMPS) UK says: "From 2015 all users of aluminium phosphide as a vertebrate control agent will be required to hold an approved certificate to demonstrate that they have undergone suitable training and assessment before they can buy the product. A course has been developed via City & Guilds which has met the requirements of Chemicals Regulation Directorate (CRD). Guidance for training and the process of bringing both trainers and assessors up to speed will be commencing this summer."

Good pest controllers or good business men?

In terms of business size, pest control servicing is a polarised sector with a handful of large businesses, a few well-established medium businesses and many small businesses employing less than five people.

These definitions are very loose – even what we regard as a 'large' pest control businesses fall short of the DTI's definition of 'Small to Medium sized Enterprises' (SME)! Many were launched by good pest controllers rather than good business men/women. Potentially, therefore, there is a significant market for business-oriented training. Maybe it is already being met through local Chambers of Commerce etc, but until recently training offered within the industry has failed to ignite much interest. This is surprising since, if ever there were ways of improving turnover and profitability, particularly in the middle of a recession, boosting business skills would hit the mark!

Two years ago Killgerm, in association with BASF, launched the Pest Controllers Academy. This initiative has seen free training given to pest controllers in marketing and branding. An excellent initiative which no small business should miss.

...to conclude

There is a wealth of training available. Most revolves around pest control as a technology. With a few exceptions, business oriented training is either lacking, perceived as of secondary importance or is secured outside the industry. For technical training at least, and bearing in mind the lack of a legislative imperative, it is surprising how well focussed our industry is. It is worthy of note too that we are making improvements – more emphasis on the practical of our own volition.

A year ago messages from Europe led us to assume that tighter legislation was on the way, via the Sustainable Use Directive (SUD). Even that now seems less certain, as there have been problems implementing the agricultural version of the SUD, see page 7. In addition, the pest control industry is taking the initiative at a European level via CEPA's 'Standards' project organised through the European Standards Institute (CEN). This sets out to establish a common set of European standards for pest control services. Amongst other things, it will cover 'competences & requirements' so is likely to include training. CEN's timetable is for delivery by December 2013.

As far as training is concerned then we continue to live in interesting times. Developments will continue apace and, as we all really knew in our hearts, even stepping up to the new, practically oriented, BPCA/RSPH Level 2 Certificate in Pest Management, will not be the end of it. Pest controllers will not be able to sit on their laurels and look back fondly on their long distant training days.

Barrettine

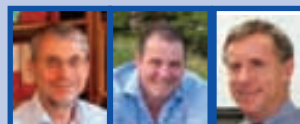
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Training contacts

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British Pest Control Association (BPCA)
info@bpca.org.uk 01332 225113

Campaign for Responsible Rodenticide Use (CRRU)
steph@basis-reg.co.uk 01335 301209

Killgerm Chemicals
training@killgerm.com 01924 268445

Lantra Awards
awards@lantra-awards.co.uk 0247 641 9703

National Pest Technicians Association (NPTA)
officenpta@aol.com 01949 81133

Pest Controllers Academy
info@pestcontrollersacademy.com 01924 268511

Register & Accreditation of Metallic Phosphide Schemes (RAMPS)
info@ramps-uk.org 07543 856297

SX Environmental
jordan@sxenv.com 01702 524040



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A hidden gem

When it comes to training, the mention of certain venues is synonymous with a particular course or a training provider. Mention Warwick and people know you are talking about the BPCA five-day course. Or Ossett and you know it's Killgerm. But what, or who, does Church Farm bring to mind?

Tucked-away down some very small lanes in rural Hampshire lies the village of North Waltham. Rural it might be, but it is easy to get to by car as it lies only a few miles from Basingstoke. If you are following your Sat Nav, you could be forgiven for thinking it's taken you to the wrong location. It looks like a chicken farm. Yes – this rather ramshackle group of buildings did used to be a chicken farm, but today it is the home of the Church Farm training centre run by

Dr Steve Havers and his wife, Maggie.

Church Farm has traditional training facilities – desks, projection equipment etc in a purpose-built lecture room which can take up to 12 delegates in comfort. There is also considerable emphasis placed on practical pest control training. There are 'rooms' set-up to mirror a bedroom, domestic kitchen, warehouse and the loft of a house. Every aspect a pest controller is likely to

encounter is there, including the trickier features such as exposed food, pets, pet beds, fish tanks and the like.

What are totally unique are the colonies of live house mice and rats. In one large pen there is anything up to 100 brown rats scuttling around. As Steve explains: "These are used to familiarise pest controllers with rodents. Visitors can climb into the pen, so being in very close contact. It's not much use being a pest controller if you are afraid of the pests!"

A smaller colony of black rats is also maintained. Comparing the differences between these two species at such close quarters is certainly an interesting exercise. Then there are Steve's 'pets' – a colony of harvest mice.

Similar encounters are provided in the insectary where visitors can



Not a pest this time but a pet. Steve Havers keeps a colony of harvest mice

observe, as well as other insects, several species of cockroaches.

The facilities at Church Farm are Steve's brain child. For nearly 20 years he has been involved with the pest management industry. He started out as an entomologist with the Agricultural Research Council but was then tempted, by his in-laws, to join them in a pig and poultry breeding enterprise. That kept him occupied for 10 years. Whilst enjoyable, Steve found collecting eggs was not particularly challenging so he undertook some post-grad research at Southampton University. This was followed by a stint at Rentokil which included designing and managing the behavioural resistance project in mouse populations in Birmingham. Along the way Steve has also had hands-on pest control experience running his own pest control servicing company. In addition to the training activities, Steve also undertakes audits, investigates pest problems and carries out rodenticide field trials for international pesticide manufacturers.

In the past the training facilities were extensively used by Rentokil and today they are home to the SX Environmental rodent courses. However, that's not an exclusive arrangement as these training facilities are available for use by other organisations.



Dr Steve Havers in the rat pen where would-be pest controllers can get first-hand experience of the pest

Fly away gulls fly away all



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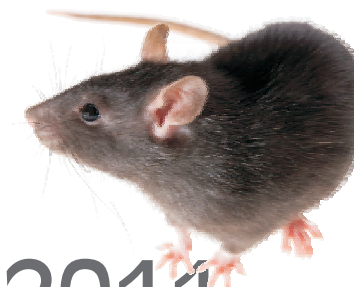
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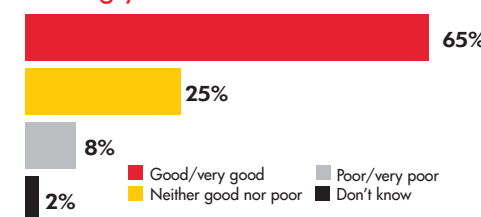
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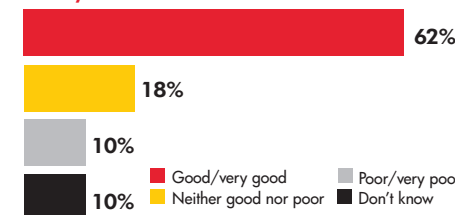
The National UK Pest Management Survey 2011



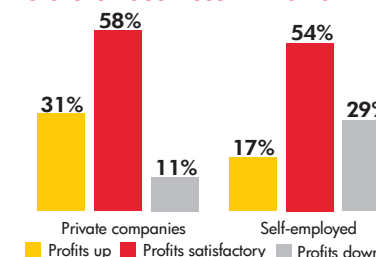
Pest control prospects in the coming year



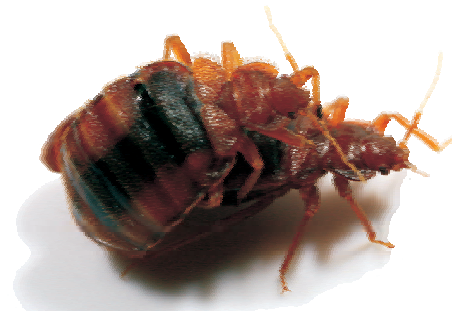
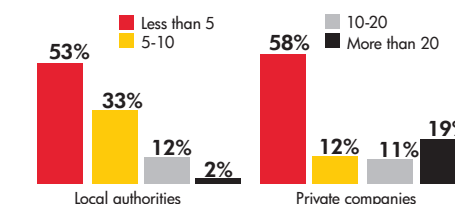
Pest control prospects in the next five years



State of business in 2010



Number of technicians



The future's bright for many in pest control

The mood of the UK pest management industry is generally very positive with 65% of pest professionals saying that immediate prospects were 'good or very good'; that figure fell slightly to 62% over the next five years. Not surprisingly, the public sector is noticeably less optimistic with just 49% describing the coming year's prospects positively. Over the five year period this group predicted things would

be much bleaker – a quarter said prospects were poor and there was a high degree of uncertainty with 22% admitting that they didn't know. The private sector also reported that they did pretty well in 2010. 31% of private companies reported business as good with profits up and 58% that, given the state of the economy, profits were satisfactory. The self-employed group did almost as well – 17% said profits were up and 54% that they were satisfactory.

These findings come from the first ever 'state of the nation' survey among pest professionals. Organised by BASF Pest Control Solutions and **Pest**, an online questionnaire was sent out in February. It went to **Pest** readers at the sharp end of UK pest control (local authority and private pest practitioners). There was an excellent 30% response rate making the findings very representative. As well as asking about future prospects, the survey enquired about the type of pests being controlled, the relative importance of these and where the pest control took place. The key results are shown overleaf. The data were analysed by three groups, those who work in a local authority, those in private companies and those who are self-employed.

When looking at the results it is important to remember that the local authority figures are from **Pest** readers. This means that these responses are likely to have come from those local authorities which still have a strong interest in pest control. No surprise therefore, that over 80% of our local authority sample still had in-house technicians and that most of the domestic services provided were subsidised to some extent.

Interestingly in the private sector a large proportion of businesses are less than five years old – 44% overall were in this category and among the self-employed, it was two thirds (67%). Most reported that they are doing reasonably well although private companies are doing noticeably better than self-employed with almost a third (31%) reporting increased profits in 2010.

Across all three groups, pest control teams are generally small with more than half of local authorities and private companies having less than five field staff.

Survey response 30% return



Concerns & issues

The survey assessed how pest professionals felt about some of the key issues facing the pest management sector by listing a series of statements and asking them whether they agreed or disagreed with the view expressed.

In the table below you can see the percentage which agreed with these statements.

The results suggest that both government austerity measures and financial pressures on households are set to have serious impacts on pest control. This means that the industry needs to find ways of working smarter and lobbying local government harder to make sure the central role that pest control plays in public health is properly recognised.

It is also clear that pest professionals believe that anticoagulant rodenticides are absolutely essential to public health, highlighting the need to continue to lobby hard to avoid losing them.

On the practical side the issue of pesticide resistance will need careful management. Thankfully this seems to be a less immediately pressing concern although, with the growing trend to DIY pest control and increasing levels of red tape, this could well become more urgent in the years ahead.

	% Agreeing
Pest control is becoming more challenging	86%
Pest control is becoming more professional	81%
Local authority cutbacks are likely to seriously affect pest control service	82%
Local authority cutbacks are likely to compromise public health	83%
Financial pressures on businesses are having a negative effect on pest control	81%
Financial pressures on households are having a negative effect on pest control	81%
Anticoagulant rodenticides are essential for future rat and mouse control	94%
Anticoagulant rodenticides are essential for future public health	93%
Rodenticide resistance is a serious problem in rats and mice	45%
Insecticide resistance is a serious problem in some insect pests	50%
DIY pest control is increasing substantially	84%
Red tape is making pest control increasingly difficult	72%

Treatment costs

The survey investigated what proportion of the total costs of a treatment were labour, or in other words, time. For most jobs, time accounts for a good 60% of the costs.

Time spent as proportion of total treatment cost



Not surprisingly the time component of treatment costs rises noticeably, to 70%, for bedbug control.

These findings underline the value of good time management in reducing overall treatment costs and increasing profitability.



Rodents still rule OK!

Despite all the talk about the rising threat from bedbugs, rodent control remains the mainstay of pest control work for all three groups. Overall 28% of annual pest control work is to combat rats and 21% for mice.

At number three in the top ten are wasps, which on average make up 16% of the workload. They are followed by other mammals on 8%, birds on 6% and bedbugs with 4%. In total insects represent around a third of all activity.

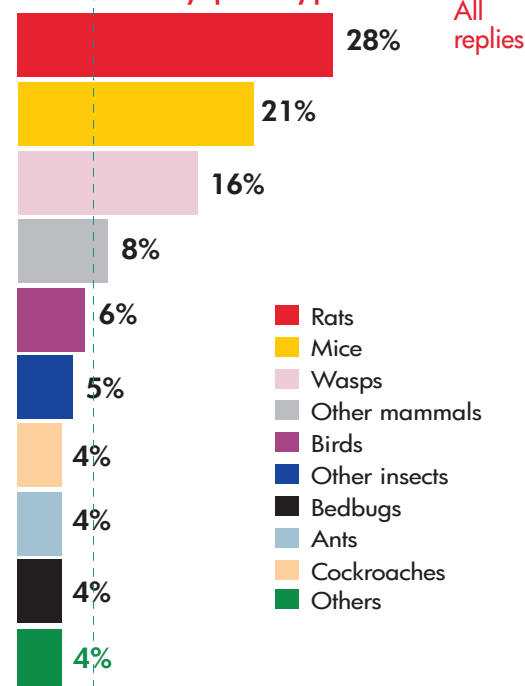
There are some noticeable differences between the three groups:

- Local authority pest control units spend even more of their time dealing with rats (38%) and mice (21%), which together account for well over half their activity. Wasps add a further 19%, so, more than three-quarters of the local authority workload is in just three pests. They do virtually no bird work.

- For self-employed pest controllers the same three pests are important. Rat control is responsible for 24%, mouse control takes up 19% and wasps 18% of their workload. However a noticeable difference for this group is the amount of work they do to control other mammals – rabbits, foxes, moles and so on. These make up 17% of the self-employed group's annual pest control work.

- Private companies are much more likely to do bird management work. It accounts for 10% of their workload. However even the private companies deal with the same top three pests although this time, mice at 24% just edge ahead of rats at 22% followed by wasps with 11%.

Activities by pest type



Location location location

So where is all this pest control activity taking place?

Overall the work is divided almost 50:50 between the domestic and commercial sectors. But, when it comes to location, there are some big differences between the three groups.

The focus for local authorities is domestic dwellings with 75% of their activity in or around people's homes.

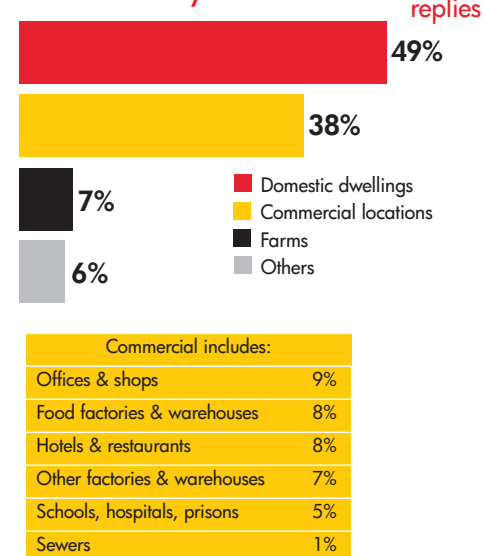
The domestic sector is also important for the

self-employed. However for this group farms are also identified as a significant location with 15% of their work being on farms.

A quarter of the jobs done by private companies are also domestic, although probably not a quarter of turnover or profit! With this group, there is a far greater emphasis on contract work. Hotels, restaurants, offices, shops, factories, schools and prisons together make up 55% of this group's work locations.

Finally for location, if this survey's results are anything to go on, there is very little sewer work being done anywhere in the UK at present.

Activities by location

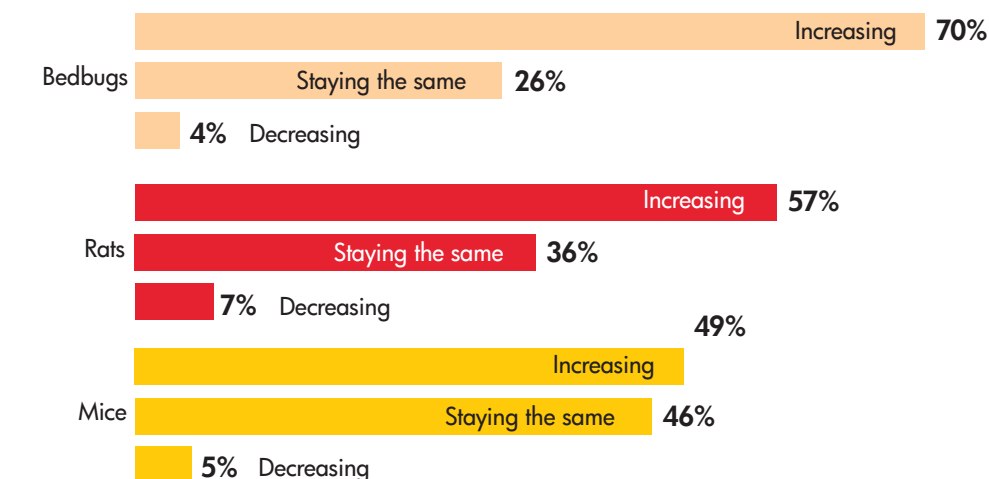


Pest control ups and downs

With rodents dominating current activity, what changes do pest controllers anticipate in the types of pests they will be called upon to deal with in future?

Perhaps unsurprisingly, bedbugs are ranked as the pest that is most likely to increase over time. Whether or not pest controllers have been influenced by the general media hype around this pest, only time will tell. Overall 70% of pest controllers say it is a type of work that they expect to see rise in importance. However rats and mice are not doing badly either and very few pest controllers anticipate that rat and mice work will decline in importance.

Pest control prospects – how do you see your work changing?



Once again however, there are differences between the groups.

It is the private companies and local authorities who see bedbugs becoming an increasingly important part of their workload. 78% of private companies and 71% of local authorities expect bedbug work to rise. In contrast, among the self-employed only 56% expect an increase.

For the self-employed, the biggest growth areas are expected to be rats, where 79% anticipate an increase, and mice, where it is 72% who predict a rise.

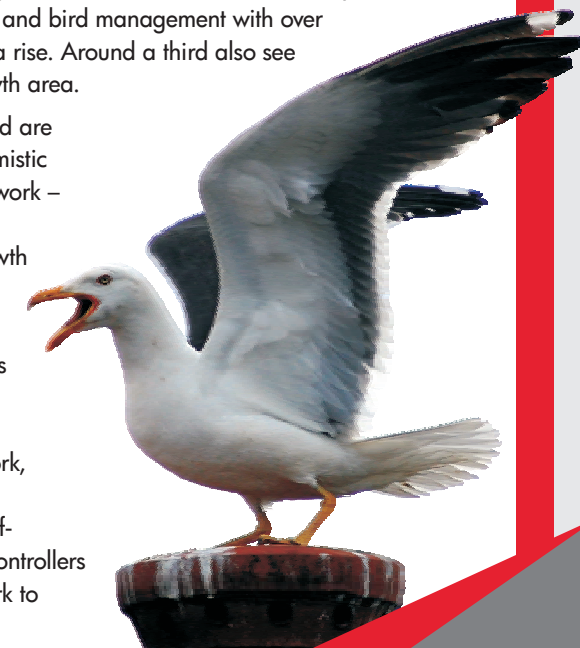
Across the board, local authorities are generally more pessimistic with 19% predicting a fall in rat control work and 15% a fall in mouse control jobs. Perhaps the optimism seen in the private

companies and among the self-employed is because they see opportunities to take on contracts for local authorities which decide to disband their in-house pest control units.

Other potential growth areas identified in the survey are mammal control and bird management with over 40% predicting a rise. Around a third also see wasps as a growth area.

The self-employed are particularly optimistic about mammal work – 60% of them anticipating growth in this activity.

Half of private sector companies expect to see growth in bird management work, whilst a similar proportion of self-employed pest controllers expect wasp work to increase.



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Moth alert



Caterpillars are dark brown with two white stripes and two red spots towards the tail. The spiked hairs cause the problem

Reports are coming in of numerous incidences of the emergence of brown tail moth caterpillars. The species overwinters communally within a tough silken tent, usually found hanging on tree branches. In the spring the larvae emerge and with their voracious appetite they literally strip the vegetation off trees and bushes.

The danger lies in the millions of spiked hairs on the caterpillars which break off as barbs and on contact with skin can cause rashes, skin irritation, headaches and breathing difficulties, especially in asthma sufferers.

After being called out to deal with an incident at offices in Portsmouth, Paul Bates, managing director of Surrey-based Cleankill said: "We are getting more calls this year than we have had in previous years and it is quite worrying. We believe the unusually warm spring and early summer weather has contributed to the brown tail moths appearing and spreading."

The caterpillars had begun to crawl from the hedges into an office block but fortunately someone recognised them and called in Cleankill to have the pests removed. The nests were located in nearby bushes and a pesticide barrier was created to stop the caterpillars migrating to the buildings and other hedges and trees.

There have also been reports of problems with this pest in Croydon, Exeter, Bournemouth, Berkshire and within the London Boroughs of Hounslow & Richmond, Brent, Ealing and Hammersmith.

Members of the general public are not recommended to tackle them. Professional pest controllers must wear appropriate PPE.

Don't bee taken in

Watch-out! If you see what looks like a bee swarm it will most likely be a gathering of harmless red mason bees rather than a swarm of aggressive bees.

Red mason bees, *Osmia rufa*, are one of many species of bee that are known as solitary bees because they live alone and make individual nests.

However, females search for mud to build their nests in areas of disturbed soil, and so many can be attracted to the same spot, creating a swarm-like appearance.

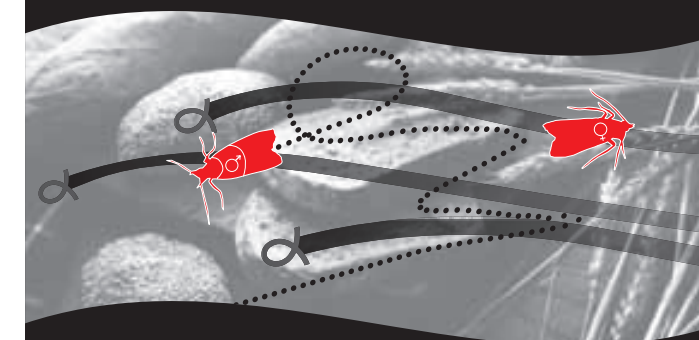


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Management by confusion!

Sex pheromones released from strategically placed Dismate "confusers" disorientate the male moths.

The result: A declining population as male and female moths fail to mate.



Dismate is cost effective, an all year round preventative as well as curative solution to moth problems in the food industry.

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- Dismate "confusers" are pheromone dispensers that have been designed to release a steady amount of moth sex pheromone for over 3 months. This overwhelms the male moths' senses and prevents them from finding and mating with female moths.

Dismate truly is Management by confusion.

For more confusion visit www.confusedmoth.com



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The Chameleon[®] Vega is a stylish, powerful and economical UV fly trap. Its elegant and ultra-slim design is combined with an all stainless steel construction.

The Chameleon[®] Vega features new higher energy efficient T5 14-watt UVA tubes with integrated Reflectobakt[®] technology powered by a state of the art electronic ballast to deliver efficient fly control with low running costs.

- Unique slimline design
- New high efficiency RoHS compliant PestWest Quantum BL tubes
- New integrated Reflectobakt[®] technology for improved fly catch
- Reduced glass content & electrical consumption without compromising performance
- Improved ease of service
- All stainless steel construction
- 3-year guarantee

Weight: 3.2 Kg
Dimensions: H x W x D = 30 x 57.5 x 4 cm
Coverage area: 150 m²

www.pestwest.com

Fly control on farms



In many rural communities in recent years there have been an increasing number of problems associated with flies apparently emanating from local farms, particularly poultry farms. Whether this is due to a real increase in the number of flies or associated with more people moving from urban to rural areas with their different tolerance levels to flies is often difficult to decide. Professor Moray Anderson investigates.

Since April 2006 local authorities have been empowered to respond to these complaints under *The Clean Neighbourhood and Environment Act 2005* which states that local authorities can investigate the relevant premises from where flies emanate and can judge if these flies are 'being prejudicial to health or a nuisance'.



Whilst it is often stated that it is 'obvious' that a particular farm in the immediate neighbourhood is the 'source' of the flies, it is frequently extremely difficult for the local environmental health practitioners to pinpoint the precise source(s) of the flies causing the nuisance.

There are often other activities in the vicinity that may be contributing to fly populations. Other farms, garden waste and garden composting are often a source of fly nuisance with both houseflies and lesser houseflies using such sites as larval feeding areas together with waste from household pets, such as dogs and cats, which readily attract flies.

Control strategies

As with all insects which exhibit complete metamorphosis, it is essential in controlling flies on farms to employ some kind of larvicidal programme. Just killing the adults will in no way tackle the problem.

A great proportion of the fly population present on a farm at any time is in the immature forms – that is the eggs, the larvae and the pupae.

These stages are all to be found within the various layers of the organic matter and manure present on farms. If these immature stages are not tackled then ▶▶▶



Identification is essential

It is of course of fundamental importance that the flies, which are causing a nuisance in any premises, are accurately identified. All too often fly control programmes are embarked upon without a correct identification of the flies in question. Not only does identification help in pinpointing the source of the flies but it also is key to implementing a successful control programme.

Adult flies are separated one from the other by examination of their wing venation. The differences in the critical vein patterns

are easily discernable with the use of a good hand lens or a microscope.

Three of the most common flies emanating from farms are the housefly, *Musca domestica*, the false stable fly, *Muscina stabulans* and the lesser housefly, *Fannia canicularis*. These can often be mistaken for one another on first glance and they have similar habits, but details from their biology can often help develop a successful control strategy.

The housefly, *Musca domestica*

- Adults are 6 - 8 mm long;
- Wing span is 13 - 15 mm;
- Thorax is grey with four longitudinal dark stripes;
- The fourth vein on the wing bends sharply forward, almost reaching the third vein;
- The sides of the abdomen are yellowish and may be transparent;
- A central dark band broadens at the back to cover the final abdominal segments;
- A female fly becomes sexually mature one to two days after emergence;
- Eggs are laid a few days after copulation;
- Adult flies live from one to three months depending on temperature;
- During her lifetime each female will produce 400 - 750 eggs;
- Eggs are laid in moist, fermenting or putrefying material such as excrement, rotting vegetable matter, especially that with a high protein content.



© Dr Reiner Pospischil



© Alvesgaspar

The false stable fly, *Muscina stabulans*

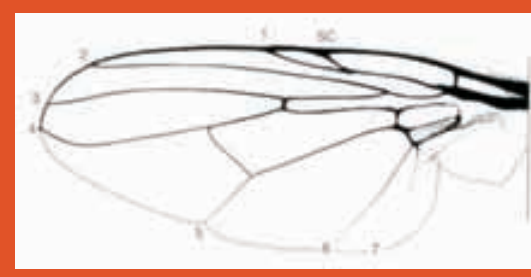
- Fly is cosmopolitan;
- Larvae occur in chicken, horse, cow and pig dung, human faeces and decaying organic matter;
- Larvae feed on the larvae of other insects;
- There are records of larvae attacking and killing nestling song birds;
- Females enter buildings and may lay their eggs on human foods and will feed on milk;
- Up to 200 eggs are laid;
- Larval stage lasts about 25 days;
- In temperate regions in summer the life cycle takes four to five weeks.

Wing venation diagrams of the nuisance flies most likely to inhabit livestock farms

The housefly, *Musca domestica*



The false stable fly, *Muscina stabulans*



The lesser housefly, *Fannia canicularis*

Diagram adapted from
A Manual of Forensic
Entomology,
KGV Smith 1986

the adult fly population will continue to be a nuisance in and around the farm.

The eggs of flies are around for a relatively short time, 24 - 48 hours, and the pupae are enclosed in a relatively tough cuticular casing, therefore it is the larval stage which can be targeted by specific insecticidal treatments.

Application of a larvicide, containing an insect growth regulator, which acts specifically on the larval stages can be extremely successful – one such product would be Neporex from Novartis Animal Health.

Products can often be applied to the manure within poultry units by scattering the dry product, watering with a watering can or spraying using a conventional five litre sprayer. One great benefit of these larvicidal treatments is they are not harmful to the beneficial insects which are present. There are frequently a number of predacious beetles (e.g. *Carcinops* sp.) present with the manure. These beetles are extremely effective biological control agents of the fly larvae and the fly larvicidal treatment does not affect them at all.

In addition to the larvicidal treatment it is important to have some adult control measure in place within the poultry units.

One method which is extremely effective is to use a broad spectrum insecticide (for example Spy and Oxyfly from Novartis Animal Health) applied to the fly resting/alighting surfaces. There is another product (Quickbayt from Bayer Environmental Science) which can also be applied as a paint-on bait, in areas inaccessible to the livestock. These products are specifically targeted at the flies often containing sugar as a food attractant and

tricosene, the fly pheromone, as a sexual attractant.

One extremely important issue to consider when treating flies on farms is the possibility of the insecticidal resistance within the fly population, in particular, resistance to pyrethroid insecticides. There are numerous examples where frequent use of insecticides directed at the adult insect, containing the same active ingredient, can result in the development of insecticidal resistance in fly populations.

In order to avoid the possibility of resistance to insecticides developing in the flies within the farms, it is vital to use insecticides from different chemical groups with different active ingredients in rotation during the span of the fly control programme.

Fly control on farms is always best achieved when the various fly control products are used as part of an 'integrated' programme. What this means is that any strategy for controlling the flies should include not only the insecticidal treatments, outlined above for larval and adult control, but should also involve adult fly monitoring, good hygiene and manure management.

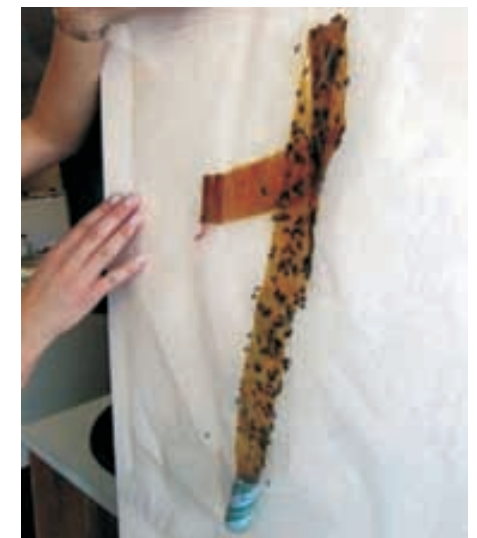
Monitoring of adult fly numbers will ensure effective control by targeting insecticidal treatments towards areas where fly numbers are highest. This approach of using insecticides in a targeted and sparing manner reduces costs and helps reduce the likelihood of the development of resistance in the fly population.

Another benefit of accurate monitoring by farmers/producers is that it can protect them against complaints. If they have accurate records of fly numbers on their units these can frequently be used as evidence of 'due diligence'.

The most common and straight-forward method to monitor fly populations indoors is to paint a 1m x 1m square on the wall in white or yellow paint. The flies should be counted say twice weekly in summer and possibly less frequently at other times and a record be kept of the findings.

Fly larval monitoring should also be undertaken particularly before larvicidal treatments are applied. This is not as easy as adult monitoring, as the larvae shun the light and burrow into the manure. Therefore many samples of the manure may have to be taken for analysis before an accurate estimate of numbers can be obtained.

Fly control on farms is an issue which will continue to impinge on a large proportion of the population but by understanding the biology of the flies and implementing an integrated approach to the control of the flies the problems can be resolved successfully. ▶▶▶



One morning's fly paper catch from a kitchen close to a poultry farm!

Identification is essential

The lesser house fly, *Fannia canicularis*

- Adults are 5 - 6mm long;
- Grey thorax which has three indistinct longitudinal stripes;
- Abdomen has an extensive area of yellow at its base;
- Wingspan is 10 - 12mm;
- Venation is characteristic with the 4th longitudinal vein extending to the wing margin in a relatively straight line;
- Egg 1 mm in length with float-like ridges for survival in liquid;
- There are approximately 50 eggs per batch;
- Four or five batches per year per female;
- Eggs hatch within 24 - 48 hours;
- Larvae emerge to feed on rotting vegetation;
- Larval development takes seven to 10 days;
- Pupation follows and lasts one to nine weeks.



© Dr Reiner Pospischil

Manure management

Another aspect of the management of fly numbers is the treatment of the manure before it is spread onto fields. An excellent code of practice has been produced by four local authorities in Kent, from which a few key points are:

When transporting manure:

- Keep operations clean and tidy (do not overload, cover manure with sheets)
- Ensure recipient of manure is aware of the Code of Practice
- Keep records of fly numbers

For storage of manure, which is a crucial stage:

- Store in windrows (narrow rows)
- Inspect manure regularly for fly activity – three times a week
- Sheet over if fly activity is observed. This quickly raises the temperature within the manure too high for insect life.
- Sheet over, especially during summer and if near residential areas.
- Keep records



Spreading of manure on the fields:

- Deep plough within 24 hours
- Only use good quality manure on pastures
- Do not spread on waterlogged or frozen ground

Can you pass the pest test? Take the Pest Test

BASIS has made two PROMPT CPD points available if you can demonstrate that you have improved your knowledge, understanding and technical know-how by passing the **Pest Test** and answering all our questions correctly. So read through our article on fly control in this issue and answer the questions below.

Try to answer them all in one sitting and without referring back to the articles. **Take care as some questions may have more than one correct answer so tick all the answers you believe are correct.**

SEND COMPLETED QUESTIONS to:

Pest Magazine, Foxhill, Stanford on Soar, Loughborough, Leicestershire LE12 5PZ. We will contact you with your result and, if all your answers are correct, we will credit the CPD points to you.

1 Why are rural communities apparently experiencing more problems with flies from farms?		4 Which are the most common fly species found on UK farms?	
<input type="checkbox"/> a) More people from cities live in the country & complain	<input type="checkbox"/> b) Flies are invading from mainland Europe	<input type="checkbox"/> a) <i>Musca domestica</i>	<input type="checkbox"/> b) <i>Muscina stabulans</i>
<input type="checkbox"/> c) No-one bothers to control them anymore	<input type="checkbox"/> d) There are more flies on farms these days	<input type="checkbox"/> c) <i>Fannia canicularis</i>	<input type="checkbox"/> d) <i>Pollenia rudis</i>
2 Why is it a good idea to apply a larvicide to manure in animal houses?		5 How many eggs can one female <i>Musca domestica</i> lay during her lifetime?	
<input type="checkbox"/> a) It tackles the problem before adult flies emerge	<input type="checkbox"/> b) It is not harmful to any beneficial insects present	<input type="checkbox"/> a) 4 to 7	<input type="checkbox"/> b) 40 to 75
<input type="checkbox"/> c) The spray liquid makes a nice smell	<input type="checkbox"/> d) Farmers like to see you doing something	<input type="checkbox"/> c) 400 to 750	<input type="checkbox"/> d) 4,000 to 7,500
3 Why would you monitor fly numbers?		6 How many days does it take for <i>Fannia canicularis</i> larvae to develop?	
<input type="checkbox"/> a) To target insecticide treatments at problem areas	<input type="checkbox"/> b) Farmers like to get involved in fly counts	<input type="checkbox"/> a) 1 to 7	<input type="checkbox"/> b) 7 to 10
<input type="checkbox"/> c) The information can protect farmers against complaints	<input type="checkbox"/> d) Counting flies is good exercise for your brain	<input type="checkbox"/> c) 10 to 20	<input type="checkbox"/> d) 20 to 30
Name:		Tel:	
Email:		PROMPT registration number:	

Setting bioprotection standards with maximum fly control

Larvicide - treats the problem at source



- Neporex treats the source of the problem where biting and sucking flies reproduce
- Because Neporex prevents the growth of all larval stages - the result is longer lasting fly control that has a greater impact on total fly populations
- Neporex is easy to apply by sprinkling, spraying or scattering

20kg of NEPOREX will treat 800m²



Adulticides - a range for knockdown and residual control



- A unique new class of adulticide with no cross resistance, effective where other classes may fail
- Single, versatile granulate formulation can be dissolved in water for paint or spray application

2kg of SpY will treat 800m² of surface area

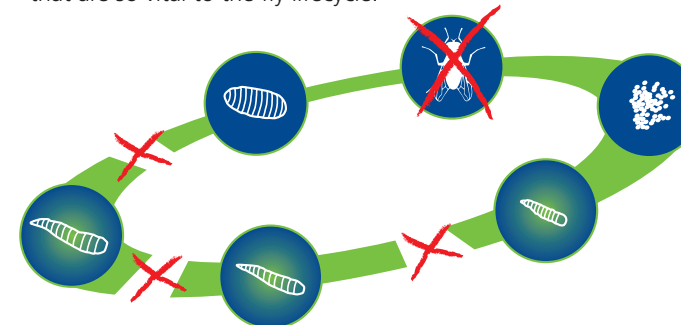


- Knockdown adulticide with advanced micro-encapsulated formulation for extended residual control and enhanced environmental safety
- Kills biting and sucking flies on contact
- Gives excellent residual control of flies and other nuisance insects

200ml of OXYFLY will treat 800m²



Optimum fly control can only successfully be achieved by **targeting both** the **adult fly populations** and the **larval stages** that are so vital to the fly lifecycle.



For further information please contact: Novartis Animal Health UK Ltd.,
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PATENT PENDING

An event with Italian flair

The key players from the Italian pest control industry gathered in the northern Italian seaside town of Riccione on 16 & 17 March for Disinfestando. Primarily an exhibition, there were two supporting topical seminars. For many, northern Italy conjures up style and sophistication, as this is home to such world-wide brands as Ferrari and Gucci. So it was no surprise that this event was both stylish and business-focused. Organised by the Italian pest control association, Associazione Nazionale delle Imprese di Disinfestazione (ANID), over 1,100 visitors attended over the two days. The majority from within Italy, but there were several UK-based companies flying the flag.

read more
on the web
www.pestmagazine.co.uk



Visitors to the ANID stand. Sergio Urizio (extreme left), president of ANID, explained that all the best Italian manufacturers were present

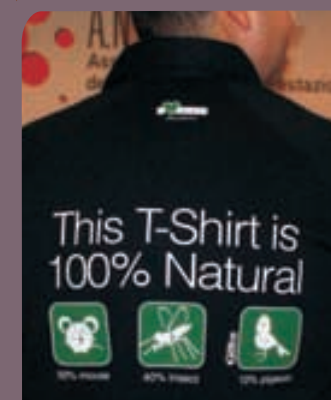


Amongst friends on the GEA stand. Left to right: Tommaso Broglia and Adriano Braghieri of GEA greet two happy customers



Steve Jackson (left) from P+L in the UK was supported by his Italian colleagues Francisco Nuche and Diego Di Frisco

There was heated debate at the biocides seminar now the industry has realised the likely effects on product price and availability. Left to right: Luisa Gabrielli from Union Chima, Professor Agatino Russo, ANID vice-president Lorenza Brazzoduro and Pierpaolo Zambotto



A delegate with a sense of humour



Not a bird in sight! Grahame Turner (left) and Ronnie Galea of Comtec in Malta plan to keep it that way



First time exhibitors were HQ Pest Supplies from Sheffield



Maybe a seaside venue – but no time for buckets and spades!



Right, practising his language skills was Fred Hurstel on the PestWest stand

Health and Safety ALERT

An article recently published in the Cardiology Journal* suggests that the number of people killed in the UK each year by wasp stings could number in excess of 1000.

It now appears that wasp stings can trigger heart attacks in a number of susceptible people several days after being stung. This is known as **Kounis Syndrome**.

WaspBane is the only high efficiency wasp trap on the market proven to reduce risk by up to 97.5% compared to other traps.



Wasp persistence cross over studies have shown that that unlike other traps, WaspBane reduces the number of wasps persisting in the area to be protected.

For more information on the WaspBane wasp trap, please call 01480 414644 or e-mail: info@waspbane.com

Use WaspBane - the safe, professional solution to reducing risk.



Spotted at PestEx

A variety of new products were on display at PestEx. Here is a quick review of some which caught the eye. Two product themes were visible, not just with new products, but existing ones on display as well. The first is the variety of applications now available making use of digital technology. The second comes in response to the growing trend of householders cutting costs – so new retail-orientated products are being developed.

Sewer rats shocked in their tracks

From Sweden came Jafo with their electronic rat protection device for use in sewer systems. The Rat-Exx rat stop is placed in a horizontal sewer pipe within a customer's cellar/basement or in the ground. Blocking this single point of entry allows protection of the entire drainage system from penetration by rats.



Per Svenson demonstrates the environmentally friendly Rat-Exx

www.jafo.eu

The system is easy to install in the service sewer pipe, just like a standard fitting, and uses an electrical pulse generator that generates a 200-500 volt current approximately twice per second.

When a rat enters the Rat-Exx, it receives a moderate electric shock that is not lethal, but is guaranteed to keep rats off the property.

Russell goes retail

Well known for over 20 years in the professional sector, Russell IPM has now come out with its own range of highly attractive products aimed at combating the common pests in the home and garden.

The Xlure range includes attractive and multicoloured fly catcher ribbons, mouse trap with attractant lure included and a food moth trap combined with natural pheromone attractant. There are also traps for spiders and crawling insects, clothes moth, kitchen/food moth and finally fruit flies. Aimed at the garden sector is the Impact range consisting of glue boards used for monitoring. One version is designed for whitefly, aphid and leaf miner and a second board for thrips.

Manufacturers certainly seem aware of the opportunities in the domestic and DIY market. Agropharm also had a new range of products on display on their stand marketed under the Bio banner.



Adrian Caveill shows off the new home and garden range

www.xlure-traps.com

Bedbugs added to Phobi Dose label

The Lodi stand at PestEx took on a bedbug feel, as the company was celebrating the addition of bedbugs to their usage label for Phobi Dose insecticide.

Phobi Dose is a unique combination of two active ingredients. The first, imiprothrin, offers the benefit of quick knock-down combined with cyphenothrin which provides residual activity. 100% bedbug mortality is achievable in a single treatment, with up to three months residual activity says Lodi. Phobi Dose contains 10% imiprothrin and 15% cyphenothrin. It comes in easy-to-use 25 ml sachets, 10 to a box. Each sachet dilutes into 2.5 litres of water – enough to treat 45 sq metres.

www.lodi-uk.com

New spin on a duster



Jim Harper with his precision flow Exacticide

A duster that performs like a sprayer – this sums-up the Exacticide system from California-based Technicide.

Battery operated, this product can be used to deliver both dusts and baits. Whilst you can foresee uses against a wide range of pests, such as cockroaches, wasps and ants, the manufacturer has identified bedbugs as a key target pest. The dust can easily be placed with precision into all those cracks and crevices encountered with beds, mattress, bedside cupboards etc frequented by this troublesome pest.

The dust is loaded into the clear plastic hopper (meaning you can see how much has been used) then expelled, using the battery power, via a long, thin tube to where it is needed. Extension lances are available should you wish to treat high-up wasps' nests.

www.technicide.com

Online plug & play

GreenTrapOnline (GTO) provides a round-the-clock wireless electronic rodent monitoring system. Developed in Denmark, it uses a range of detectors and sensors, which GTO says are easy to install, maintenance free and can be used in- or outdoors. The control box has internet access with a local wireless range of 300+ metres. The addition of a router expands the wireless range.



GTO's Poul Martin Bertelsen

www.greentraponline.com

Glueboard online

A new development from Netherlands-based Alcochem Hygiene takes advantage of today's communications technology. Working-out the catch results on glue boards is always something of a pain. This product, Glueboard online, removes the hassle. The software does it all automatically. All you need to do is take a photo of the glueboard with the camera on your mobile phone, log into the software, upload the picture and await the results which will be reported back on your screen. Over time, catch results per location can be built-up and made available via a web login.



Alcochem's Ronald van Lierop

www.alcochem.net



A pleased Roger Simpson from Lodi celebrates the Phobi Dose label extension for bedbugs

TF 34

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Moths managed by confusion

Dismate PE is a new pheromone-based system from Russell IPM designed to combat food moths by causing mating disruption or sexual confusion. Dispensers release large quantities of pheromone into the air which confuses the male moths, overwhelming their senses and preventing them from finding and mating with females.

This results in a sharp decline in the population as the male and female moths fail to mate, so breaking their life cycle. Produced in four different colours, Dismate dispensers are designed to release a steady amount of sex pheromone for over three months after which they should be changed.



www.confusedmoth.com

Two new microencapsulated insecticides

Hockley International, with partner company GAT Microencapsulation AG, has introduced two new products presented as microencapsulated suspension (CS) formulations new to the UK market.

CS formulations are manufactured by an emulsification process of oil in water, creating a capsule containing active ingredient similar to the principle of an eggshell. The capsule size and the thickness of the walls can be varied in the manufacturing process to allow slow, medium and fast release. This gives both immediate and longer-lasting residual efficacy.

The first, Lambda, is based on the active ingredient lambda cyhalothrin, designed to control a wide range of flying and crawling insects, such as bedbugs, cockroaches and wasps. As a pyrethroid-based insecticide, it offers both rapid control along with residual effect of up to three months. The second, Daleth, contains deltamethrin. It also controls a wide range of crawling and flying pests such as ants, fleas and flies.



www.hockley.co.uk



Unique Vega

The Chameleon Vega is a unique economical UV fly trap, with an elegant and ultra-slim design and an all stainless steel construction. It features new higher energy efficient T5 14-watt UVA tubes with integrated Reflectobakt technology, powered by a state of the art electronic ballast. It comes with new high efficiency RoHS compliant PestWest Quantum BL tubes, a reduced glass content and electrical consumption without compromising performance. All wrapped up with a three year guarantee.

www.pestwest.com

Space-saving Tri-Star rodent bait station

Claimed to be tough and UV resistant, the Tri-star bait station is space saving, whilst also easy to secure and place. It has a unique side-entry with a large feeding chamber to encourage rats to enter and to feed in security. Lockable and tamper resistant, it is also tough and hard-wearing meaning it can be used both indoors and out. Bait can be mixed and matched and placed on separate pins not in contact with each other.

It comes in a lightweight, flat pack making it ideal for transporting and easy to carry on-site. Manufactured in Australia, but available from Barretline EH.



www.barretline.co.uk



Get on top of flies with Red Top

The Red Top fly catcher is a low-cost, non-toxic, simple-to-use and chemical-free fly trap. It uses an ecologically-safe, protein-based bait that lures flies through a turret into a three litre trap from which they can't escape. It is suitable for domestic use in gardens, farming environments and anywhere that flies tend to gravitate. It should be situated in sunlight, a maximum of 15 metres away from the premises, so that flies are drawn-away and into the trap. Once set up, it will begin working within a few days and lasts up to 12 weeks. 85% of flies trapped are egg laying females and this contributes to controlling the fly population in the area claims Killgerm.

www.killgerm.com

Discover those hidden secrets

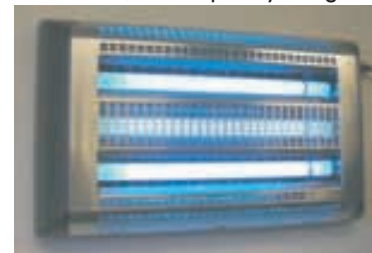
This wireless inspection camera is ideal for uncovering hidden harbourages or for locating the source of that unknown smell. This handy wireless camera comes with all the kit required at a cost-effective price, says Barretline Environmental Health who has introduced it. The kit includes a 10mm detachable LCD screen, mini 9mm waterproof lens, hard carrying case. With video recording capability, it supports up to a 32GB micro SD card.

www.barretline.co.uk



The ultimate?

New to the SX range, comes the Ultima. This UK-manufactured electronic flykiller has a curvaceous, contemporary design with a corrosion resistant, anodised aluminium front-guard.



Attractive and stylish enough for any front-of-house situation, yet it is powerful, sturdy and effective for food preparation areas. It is very energy efficient thanks to the fully electronic ballasts which eliminate the need for starters. It is available with two, or three, shatter-resistant lamps fitted as standard. The bright annealed stainless steel lift-up front guard makes servicing and cleaning, or changing the tubes an easy operation.

www.pestcontrolonline.com

Get inspecting

Killgerm has introduced two inspection cameras – specially designed to help you record videos or take pictures of those hard to reach areas.

The AF Standard Inspector (red near right) has a 2.4 inch TFT-LCD colour monitor, is lightweight and comes with a flexible extended tube and three useful accessories: hook, mirror and magnet. It is supplied with a 9mm camera head and is waterproof.

The AF Deluxe Inspector has all the above features, but a larger 3.5 inch TFT-LCD colour monitor and the ability to record videos as well as take pictures. The monitor can be used wirelessly away from the actual unit. It comes supplied with a 2GB Micro SD card for saving pictures or recordings.

www.killgerm.com

Welcome to the Inn

The new SX Fly Inn is designed with moths in mind. The unit comes with interchangeable sticky glue pads housed within an opaque plastic unit with a handy hook on top, making it easy to hang in wardrobes, for example. It can also be used free-standing. The Inn comes with three pre-baited glue pads available for use with clothes moths, stored products moths or fruit flies.

www.pestcontrolonline.com



Have your say now in the 2011 awards

Nomination shave started to come in for the 2011 **Pest** Best New Product of the Year Award. You have until 31 August to send your nominations in Nominated products must have been launched after 1 September 2010.

Here are some of the products already nominated:

- Bedbug Moat from Killgerm
- BirdScare from Bird Deterrent Systems
- Diatomaceous earth aerosol from Barretline EH
- Microbait tamper-resistant mouse bait station from Rat Pak
- Nectar electronic fly killer from Insect-O-Cutor
- Oktabloc II rodenticide from PelGar
- BlitzKits range from Agropharm
- Three way pheromone trap from SX Environmental
- Vertox Contact gel from PelGar
- WiseTrap and WiseCam from ScanWise

Remember what we are looking for is the product or innovation which you feel has made the greatest difference to your professional life, so get your nominations in now.

Nomination form

I would like to nominate this/these products(s):

1

2

3

4

5

Name:

Organisation:

Tel:

Email:

SEND YOUR COMPLETED FORM to Pest Magazine, Foxhill, Stanford on Soar, Loughborough, Leicestershire LE12 5PZ

For all the legal stuff visit www.pestmagazine.co.uk/content/newsitem.aspx?id=544

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PEST WORLD 2011

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Visit www.npmapestworld.org
for the most up-to-date information.

October 19-22, 2011
Ernest N. Morial Convention Center
Hilton New Orleans Riverside
Louisiana

REFERENCE
Diary dates

	DAY	EVENT	VENUE	FIND OUT MORE
JUNE	12	NPTA/Barrettine Regional Conference	Frensham Pond, Surrey	www.npta.org.uk
AUGUST	7-10	7th International Conference on Urban Pests	Ouro Preto, Brazil	www.icup2011.com
SEPTEMBER	7-9	18th Annual Biocidal Products Directive Conference	Hotel Fira Palace, Barcelona Spain	www.informa-ls.com/biocides
	12-15	6th European Mosquito Control Association Workshop	Budapest, Hungary	www.emca2011.com
	22-24	FAOPMA 2011 Conference & Exhibition	Goa, India	www.ipca.org.in
OCTOBER	12	NPTA Regional Conference	Holiday Inn, Manchester Airport	www.npta.org.uk
	19-22	PestWorld 2011	New Orleans, USA	www.npmapestworld.org
	26-28	A Pest Odyssey 2011	British Museum, London	www.pestodyssey.org
NOVEMBER	2	PestTech 2011	National Motorcycle Museum, Birmingham	www.pesttech.org.uk
	2	Pest Control News dinner	Windmill Village Hotel	editor@pestcontrolnews.com
	16-17	Parasitec Iberica & Tecnoplagas	Hotel Auditorium, Madrid, Spain	www.parasitec.org
	24	SOFHT Annual Lecture & Lunch	Landmark Hotel, London	www.sofht.co.uk

PestWorld and all that jazz!

Each autumn the international pest management industry can be found at PestWorld in the USA. Last year's event in Hawaii was rather a long way away for many. It's a bit closer this year so don't miss out this time – get set to go to New Orleans. PestWorld 2011 will be held between 19 to 22 October. The conference and

exhibition will be at the Ernest N Morial Convention Centre, whilst the headquarters hotel is the Hilton New Orleans Riverside on the banks of the Mississippi.

Organised by the National Pest Management Association (NPMA), PestWorld targets information on the latest products, services, technologies and business applications. It is the destination for networking, education, products and research in the international pest management industry. It is attended by more than 3,000 pest management professionals from around the world who not only go to the numerous educational sessions but also the exhibition which usually hosts over 150 exhibitors.

For the international visitor there is a hospitality lounge, as well as a fully



functioning internet café. Delegates attending for the first time are invited to a wine and cheese open house reception, as well as the international delegate's reception which is always a highlight of the event.

New Orleans offers a feast of culture, celebrated nightlife and world renowned food and music. The Hilton is a short walk from the world famous French Quarter with its unique architecture and numerous jazz clubs and restaurants.

Full details at www.npmapestworld.org/pestworld2011



© Both pictures the New Orleans Convention and Visitors Bureau



NO MORE BEDBUGS

Testing proves to Kill 100% of Bedbugs in a single treatment!

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Phobi Dose will solve bedbug infestations and we have extensive test results to prove it!



For a scientifically proven solution to bedbug infestations, call Lodi UK on:

01384 404242

www.lodi-uk.com

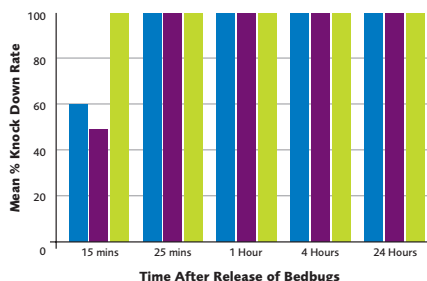
LABORATORY TESTS

The following test results detail the efficacy of Phobi Dose on three types of surfaces. Phobi Dose was sprayed on each surface and left to dry before bedbugs were released. The first graph details results immediately after treatment – the second shows results 14 days after treatment when bedbugs were re-released.

■ Textile (ie carpet) ■ Plywood ■ Ceramic Tiles

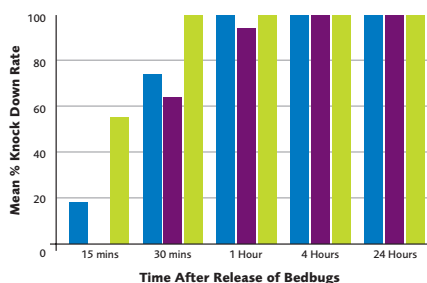
Trial at Day 0

Knock down speed of all bedbugs after treatment.



Trial at Day 14

Knock down speed of all bedbugs 14 days after treatment.



FIELD TEST

5 separate apartments were treated independently within a multi storey block of flats. 5 apartments in the same block were untreated to act as a control. Bedbug infestations averaged medium to high in each apartment.

The graph shows the average control in all 5 apartments within 14 days from the initial treatment.

